

# Trade Notes...

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## USDA Negotiates Reopening of Ukraine Poultry Market

The United States and Ukraine have signed a protocol that ends a 16-month ban on U.S. poultry exports to that country. The protocol establishes a revised veterinary certificate for poultry exports to Ukraine that will be issued by USDA's Food Safety and Inspection Service if the product complies with the conditions agreed upon with Ukraine. The United States exported poultry and poultry products worth \$11 million to Ukraine in 2001, the last year that market was open.

## SIAL Montreal 2003 Sales May Hit \$18 Million

U.S. companies reported \$18 million in projected sales at the second SIAL in Montreal, Canada. The U.S. pavilion had 53 companies, with a business center and a cooking demonstration area, where a local chef showcased products from the participating U.S. companies.

## USDA Signs Agreements with Colombia and Uruguay

In April, Secretary of Agriculture Ann M. Veneman signed Memoranda of Understanding (MOUs) with the Colombian Ministry of Agriculture and Rural Development and with the Uruguayan Livestock, Agriculture and Fisheries Ministry, to establish Consultative Committees on Agriculture (CCAs). The CCAs with Colombia and Uruguay will help foster cooperation on trade issues and increase communication and coordination in a number of areas, including market access, food safety, research, technical assistance and standards setting.

Colombia is the largest market for U.S. agricultural exports in Central and South America. In 2002, U.S. agricultural, fish and forest product exports to Colombia were valued at \$523 million, with grains and feeds, oilseeds and products, horticultural products and cotton representing key export categories. U.S. imports of agricultural, fish and forest products from Colombia in 2002 were valued at \$980 million, with cut flowers and coffee among the leading import items.

Last year, the United States exported \$16.7 million in agricultural products to Uruguay, with consumer-oriented products like snack foods, red meats, pet foods and dairy products leading the way. U.S. imports of agricultural products from Uruguay totaled nearly \$58 million, with consumer-oriented items and fish and seafood products comprising the largest import categories.

## South Korea Improves Access for U.S. Cherries

South Korea now allows imports of all varieties of U.S. fresh cherries produced in areas certified to be free of *Blumeriella jaapii* (cherry leaf spot). Prior to this year, only three varieties of U.S. cherries had been approved for export to Korea. The cherries must also be fumigated with methyl bromide prior to shipment. Presently, 32 counties in California, Washington, Idaho and Oregon are deemed free of the cherry disease. U.S. exports of fresh cherries to South Korea reached \$1.3 million in 2002, an increase of nearly 27 percent over the previous year.

## Boston Seafood Show Nets Croaker Exports to Nigeria

In March, an FAS Lagos attaché office representative accompanied Nigerian seafood buyers to the Boston International Seafood Show. This seafood team, the first ever recruited by FAS Lagos, included fish importers, distributors, fishermen and cold storage facilities managers. FAS arranged one-on-one meetings between the Nigerian buyers and U.S. seafood exporters. Following the show, two importers visited a Suffolk, Va., croaker supplier and agreed to purchase four containers of croaker per month, worth up to \$2 million annually.